(高级)地区经理

Job ID
REQ-10090693

十月 26, 2026

China

摘要

Leads a district area or team, typically as a First Line Manager. Drives execution of business plans and achievement of agreed objectives within the assigned district. Builds a high-performing team through coaching, capability development, and talent management. Ensures effective execution, cross-functional collaboration, customer engagement, and compliance with company policies and regulations.
作为地区业务团队负责人，通常以一线经理身份带领小型团队。负责推动所在地区业务计划的有效执行，实现职责范围内既定的业务和组织目标。通过能力建设、辅导反馈、人才发展以及关键业务项目管理，打造高绩效团队。确保高质量执行、跨职能协作和专业客户互动活动的开展，并严格遵守相关法律法规、公司政策及合规要求。

About the Role

- Accountable for driving the effective execution of district business plans and achieving agreed business and organizational objectives within the area of responsibility.

- Builds and maintains professional relationships with healthcare stakeholders and supports meaningful customer engagement and scientific exchange activities.
- Optimizes the allocation of resources to support business priorities and organizational effectiveness.
- Manages area operating budgets and resources in accordance with company policies and compliance requirements.
- Leads, develops, and coaches a high-performing team; supports talent acquisition, capability building, succession planning, and team engagement.
- Builds collaborative relationships with healthcare professionals, key opinion leaders, patient associations, and cross-functional partners to support shared objectives and patient benefit.
- Maintains strong product and disease area knowledge and continuously develops team capabilities in these areas.
- Monitors market dynamics, healthcare environment developments, customer insights, and competitor information to support informed business decisions.
- Promotes high-quality customer experience and professional stakeholder engagement.
- Ensures timely and accurate completion of required reports and administrative activities.
- Operates in full compliance with applicable laws, regulations, company policies, procedures, and ethical standards, and fosters a strong culture of integrity and compliance.
- Ensures timely reporting of technical complaints, adverse events, and special case scenarios related to Novartis products in accordance with company requirements.

- 负责推动区域业务计划的有效落地，达成职责范围内既定的业务和组织目标。
- 建立并维护与医疗卫生专业人士及相关利益相关方的专业合作关系，支持高质量客户互动和学术交流活动。
- 合理规划和优化资源配置，支持业务重点及组织效能提升。
- 根据公司政策及合规要求管理区域运营预算和资源。
- 领导并发展高绩效团队，通过招聘、辅导、能力建设、人才发展和继任规划持续提升团队能力。
- 与医疗卫生专业人士、关键意见领袖、患者组织及跨职能团队建立良好合作关系，共同支持业务目标实现和患者获益。
- 持续提升产品知识和疾病领域知识，并推动团队相关专业能力建设。
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- 推动高质量客户体验及专业化利益相关方互动。
- 及时、准确完成各类报告及行政管理工作。
- 严格遵守国家法律法规、公司政策及合规要求，营造诚信、合规的团队文化。
- 按规定及时报告涉及诺华产品的技术投诉、不良事件及特殊案例。

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? https://www.novartis.com/about/strategy/people-and-culture

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. Read our handbook (PDF 30 MB)

部门
International

Business Unit
Sales

地点
China

站点
Shenyang (Liaoning Province)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6adf4c85a6680505176476", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop: false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [{ presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:

kPlayer.ui.components.Remove }] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default: alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if (kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {}; config.plugins.googleTagManager.customEventsTracking = {}; config.plugins.googleTagManager.containerId = 'GTM-57RJQ5'; config.plugins.googleTagManager.customEventsTracking.custom = []; config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents: false, playlistEvents: false, castEvents: false } }; }

// Ensure the global player registry array always exists, regardless of embed type. window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }

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